

WE'RE HIRING! The world's largest industrial air compressor company is looking for an experienced Service Sales Engineer to be based in Jakarta!

Job Description

- Develop and improve scope of Tools & Assembly aftermarket sales operations with implementation of divisional market strategy.
- Plan and implement Aftermarket Sales operations to achieve sales targets in the assigned area by individual effort and distributor's network.
- Develop and enhance good working relationship with all key accounts in the area, distributors and potential customers as well as internal colleagues to grow the business in the region.
- Increase territory sales to approach unexplored customers and distributors in the assigned industry.
- Maintain sustainable business growth through new sales or renewal of existing service contracts.
- Maintain an up-to-date record system for sales process and account (C4S) to have a territory continuity strategy on file.
- Provide timely, analysed and accurate sales and market information to the service manager.
- Responsible for account receivables in compliance with company credit policy.
- Comply to all company policies, procedures and business ethics, codes and ensure that they are communicated and implemented in conducting the business.
- Determine and undertake all necessary preventative maintenance on all power tool products.

Mission

- Maximize the profitability of service business and improve the customer satisfaction by providing a professional tool engineering service as part of the Tools & Assembly team.

Applications, shall include CV, name of references, recent photo and current package. Talentum EQ is undertaking the consultancy work of the above position. Please email your application in English to: liann@talentumeq.com or elif@talentumeq.com



Experience Requirements

- Proven sales record in a similar position selling high quality products to Industrial users.
- Good knowledge of the industrial customer base in the region, in particular the manufacturing industry.
- Minimum 2 years' experience in the same related field.
- Previous experience in a multinational company is an advantage.

Educational Requirements

- Minimum Bachelor's Degree in Engineering or equivalent experience in the Industry.

Personality Requirements

- Positive attitude
- Self-motivated and a high degree of flexibility.
- Problem solver
- Team worker
- Good team player

Applications, shall include CV, name of references, recent photo and current package. Talentum EQ is undertaking the consultancy work of the above position. Please email your application in English to: liann@talentumeq.com or elif@talentumeq.com